

## Attachment 3- Partnership and Support Letters



MEMBERS: Desert Hot Springs Palm Springs Cathedral City Rancho Mirage  
Palm Desert Indian Wells La Quinta Indio Coachella Riverside County

March 13, 2020

Mei Wang, Program Supervisor  
South Coast Air Quality Management District (SCAQMD)  
21865 Copley Dr.  
Diamond Bar, CA 91765

**Subject:** Project Partner Letter of Support for EPA 2019 & 2020 Targeted Airshed Grant Program Proposal for deployment of 15 fuel cell buses and 2 battery electric buses at SunLine Transit Agency

Dear Mei Wang,

SunLine Transit Agency (SunLine) is pleased to offer its support as a Project Partner to SCAQMD in the proposed project application to deploy 17 New Flyer zero-emission fuel cell electric buses at SunLine's transit facility in Thousand Palms, CA under the EPA 2019 & 2020 Targeted Airshed Grant Program.

SunLine is located in the South Coast Air Basin which is classified as an "extreme" nonattainment area for ozone under the federal Clean Air Act. A wide-scale deployment of zero-emission on-road technologies will be a critical step toward achieving the air quality standards with considerable public health benefits for this region, especially in disadvantaged communities that are disproportionately exposed to harmful emissions. Furthermore, greater deployment of such technologies is expected to not only reduce criteria pollutants, but also provide significant greenhouse gas benefits and reduce California's use and dependence on petroleum transportation fuels.

SunLine is an experienced alternative fuel fleet operator and is committed to demonstrating the cleanest transit technology available. SunLine, in full partnership with the SCAQMD is committed to supporting the procurement, development and deployment of 15 New Flyer fuel cell buses and 2 battery electric buses. Each bus will be demonstrated for a minimum 1-year period providing critical operating performance information. SunLine believes this EPA opportunity will further accelerate the advancement of fuel cell technology, demonstrating the most durable and lowest cost fuel cell technology currently available.

To achieve a successful deployment project, SunLine is committed to providing voluntary cost share by contributing in-kind labor and resources to operate, maintain, service and fuel each of the 15 zero-emission buses during their 1-year deployment demonstration period. SunLine will commit a total of \$1,663,112 in labor costs, 1,225,125 in hydrogen fuel costs and \$23,383 in electricity costs, for a total voluntary cost share of \$2,911,620. Furthermore, SunLine is committed to continuing operation of the proposed zero-emission buses for the life of the equipment after the project.

SunLine looks forward to working with the SCAQMD to increase the deployment of fuel cell electric transit buses, thereby reducing criteria pollutants and greenhouse gas emissions and contributing to improved air quality standards in the South Coast Basin.

If you have any questions about our support, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Lauren Skiver", is written over a horizontal line.

Lauren Skiver  
CEO/General Manager



March 11, 2020

Mei Wang, Program Supervisor  
South Coast Air Quality Management District (SCAQMD)  
21865 Copley Dr.  
Diamond Bar, CA 91765

**Subject:** Project Partner Letter of Support for EPA 2019 & 2020 Targeted Airshed Grant Program  
Proposal for deployment of 15 fuel cell buses and 2 battery electric buses at SunLine Transit Agency

Dear Mei Wang,

New Flyer of America Inc. (New Flyer) is pleased to offer its support as a Project Partner to SCAQMD in the proposed project application to deploy 17 New Flyer zero emission buses at SunLine's transit facility in Thousand Palms, CA under the EPA 2019 Targeted Airshed Grant Program.

New Flyer, as a leading transit bus manufacturer in North America, is committed to supplying the following 40-foot buses to SunLine Transit for deployment in Coachella Valley, California.

- 15 New Flyer Xcelsior CHARGE H2™ XHE40 model buses
- 2 New Flyer Xcelsior CHARGE™ XE40 model buses

New Flyer is committed to partnering with SCAQMD, SunLine and the rest of the project team by providing comprehensive support that is needed to ensure the project's success, including: supply of buses under an equipment sales agreement; development of a next generation bus incorporating the FCmove™ fuel cell system, commissioning and servicing the buses, and providing training

New Flyer has been manufacturing zero-emission buses for over 50 years and actively supports over 41,000 heavy-duty transit buses currently in service (New Flyer, NABI, and Orion), of which 7,300 are powered by electric motors and battery propulsion, and 1,600 are zero-emission. In the United States, New Flyer has the most electric buses on the road of any OEM and New Flyer is also the only North American transit bus OEM to offer all 4 types of electric buses, and all 3 types of zero emission buses. New Flyer proudly serves about 400 agencies including the 25 largest transit agencies in North America.

New Flyer looks forward to working with the SCAQMD and SunLine in this project to provide zero emission transit operation in disadvantaged communities, reduce criteria pollutants that contribute to ozone formation, provide significant greenhouse gas benefits, reduce California's use and dependence on petroleum transportation fuels, and contribute to improved air quality standards in the South Coast Basin.

If you have any questions about our support, please do not hesitate to contact me.

Sincerely,

*Stefan Books*

*Stefan Books*  
*Urban Market Segment Director*  
*New Flyer, Inc*  
*Stefan\_Books@newflyer.com*



**Sunline Transit Agency**

**New Flyer Quote for Seventeen  
(17) 40 Foot Hydrogen Fuel Cell  
Transit Buses**

**NEW FLYER OF AMERICA**

**LOW-NO QUOTATION**

<b>Section</b>	<b>Title</b>
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<b>1</b>	<b>Letter of Commitment</b>
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<b>2</b>	<b>Publications</b>
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<b>3</b>	<b>Warranty</b>
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**Tab 1, Letter of Commitment**

**New Flyer Response:**

Included in this section is our Letter of Commitment to Sunline Transit Agency.

Please indicate your acceptance by providing a Purchase Order to New Flyer, attention: Adrian Graca, Business Segment Director, Urban Transit Fleets.

[Adrian\\_Graca@newflyer.com](mailto:Adrian_Graca@newflyer.com)



March 16, 2020

Tommy Edwards  
Chief Performance Officer  
Sunline Transit Agency  
32-505 Harry Oliver Trail  
Thousand Palms, CA  
92276

Subject: Quotation for Heavy Duty Low-Floor **40 foot Fuel Cell** Transit Buses

Dear Mr. Edwards,

New Flyer is pleased to submit a price quotation for the production of Seventeen (QTY 17) 40' Fuel Cell buses. The proposed buses will be configured the same as SR 2425, with a Ballard HD85 fuel cell propulsion system.

The price for Seventeen (QTY 17) buses is **\$ 1,151,071/bus.**

We want to take this opportunity to highlight key elements of our proposal:

**Warranty:** New Flyer exceeds industry standard warranties in many areas such as 5 year / 300,000 miles warranty for axle (Standard warranty is 2 years) and our multiplex warranty is 3 years/150,000 miles (Standard competitor warranty is 1 year/50,000 miles). Please refer to Sunline Warranty attachment of our proposal for information regarding our warranty proposal.

**Publications:** Our New Flyer Publications professionals combine extensive, hands-on technical experience with exceptional writing, illustrating and publishing skills to create the industry's benchmark in maintenance manuals. Supplying accurate information in a timely manner assists the customer in the performance of proper bus maintenance, which in turn, adds to the overall reliability and lifetime value of each New Flyer bus on the road. Please refer to Sunline Manuals Attachment of our proposal for details.

**Delivery Proposal:** New Flyer is proposing a complete delivery by end of Q4, 2021 based on receipt of a Notice to Proceed within 30 days of this submission.

The quotation is open for acceptance for thirty (30) days. Please indicate your acceptance by signing and returning a copy of the Price Change Summary to New Flyer via email, attention Adrian Graca, Business Segment Director-Urban Transit Fleets. [adrian\\_graca@newflyer.com](mailto:adrian_graca@newflyer.com)

Sincerely,

**MARK EWONCHUK**

*Technical Sales Analyst, Urban Transit Fleets*

P 204.224.6678

[mark\\_ewonchuk@newflyer.com](mailto:mark_ewonchuk@newflyer.com)

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**Built to RELY ON:**

## **Tab 2, Publications**

### **New Flyer Response:**

Included in this section are details regarding our publications package. Publications are part of the bus price.



CONTRACT DELIVERABLES PROPOSAL		PUBLICATIONS rev a. March 12, 2020		Sunline Transit	
PRIMARY CUSTOMER NAME		Sunline			
PUBLICATIONS CUSTOMER NAME		Sunline Transit			
BID NUMBER		2020-012			
SR #					
BUS MODEL		XHE40			
QUANTITY		15			
CUSTOMER PROGRAM MANAGER					
PROPULSION SYSTEM		Siemens - E-Drive All Electric Propulsion System includes . PEM 1DB2016, 160 KW Traction Drive Motor, Inverters, E-drive Controls and related components			
FUEL CELL RANGE EXTENDER		Ballard - FCveloCity HD85 Fuel Cell System			
FUEL SYSTEM		H2 - Five Hexagon Lincoln ACF tanks with total system capacity of 37.5 kg. and WEH TN1 fast fill receptacle			
HIGH VOLTAGE SYSTEM CHARGING		TBD - Manuals not included in this proposal			
HIGH VOLTAGE SYSTEM ESS		XALT - High Energy 388kW total Capacity			
STARTER		N/A			
ALTERNATOR		Vanner - EBA500 High Voltage DC-DC converter			
24V BATTERIES		Odyssey group 31 Absorbed Glass Matt (AGM) maintenance free batteries. 1150 CCA			
AIR COMPRESSOR		Wabco HD 30.4, twin cylinder, turbo aspirated.			
AIR DRYER		Bendix - AD9 Tandem air dryer with IPC (Integrated Puraguard Cartridge).			
COOLING-Drive Unit		EMP - Rooftop 2 fan for traction motor and inverters			
STEERING SYSTEM		Sheppard - M110, Ixetic (Luk) power steering pump			
FRONT AXLE		M.A.N. - VOK-07-F GAWR 15,873 lbs., Disc brakes, Hub mount, Knorr cylinders			
REAR AXLE		M.A.N. - HY-1350-F Ratio 5.67:1, GAWR 28,660, Disc brakes, hub mount, Knorr cylinder, Ferodo lining.			
BRAKE STROKE MONITOR		N/A			
ABS		Meritor WABCO - 24V with ATC			
HVAC UNIT		TK - TE15 Rear Mount			
HVAC CONTROLLER		TK - Intelliquaire III			
HVAC COMPRESSOR		TK - electric			
CABIN HEATER		Valeo - DC200 electric heater			
DEFROSTER		MCC			
FLOOR HEATING		MCC			
PLC MULTIPLEX		Vansco - VMM 1615			
WINDOWS		Arow Global - non-Flush mounted			
ENTRANCE DOOR		Vapor - Slide Glide Electric			
EXIT DOOR		Vapor - Slide Glide Electric and CLASS			
STRUCTURE		Carbon Steel/Ferritic SST (12 year corrosion warranty)			
INTERIOR LIGHTING		New Flyer - TCB LED, 24 VDC			
VIDEO SURVEILLANCE		Apollo			
DRIVERS SEAT		Recaro - Ergo AM80			
PASSEGER SEATS		American Seating - Insight			
PASSEGER SEAT - Capacity		39			
DESTINATION SIGNS		Hanover - 24V LED			
BIKE RACK		Sportsworks - Trilogy			
WHEELCHAIR RAMP		New Flyer - Front Door 32" wide 1:7 slope			
KNEELING - Front		New Flyer - SmartRider Lite Electronic Levelling and Kneeling			
APC		Infodev			
GD & FSS		Amerex - SafetyNet with H2 Detectors			
DIAGNOSTIC & MONITORING		New Flyer - CONNECT Provisions without DMAS			
AVA/AVL SYSTEM		TBD			
Ship All Publication items (including updates) to:					
Contact First Name:					
Contact Last Name:					
Title:					
Salutation:					
Facility:					
Address 1:					
Address 2:					
City:					
State / Province:					
Zip / Postal Code:					
Country:					
Phone:					
Cell:					
Facsimile:					
Special Shipping Instructions:					
Other Info:					
Email Address Contact:					
Email Address Other 1:					
Email Address Other 2:					
Email Address Other 3:					
New Flyer Standard Bus Publications				This is for one XHE40 Option Build of 15 Buses Only	
DESCRIPTION		QTY	CUSTOMER DELIVERY		COMMENTS
Emergency Responder Guide (8.5x11 laminated paper)		15	With First Bus Delivery		Emergency information to be on board each bus



Operator's Guide (8.5x11 3-hole)	15	With First Bus Delivery	One per bus
Preventive Maintenance Document (PDF file via email)	1	With First Bus Delivery	Section from bus service manual
Parts Manual	2	30 Business days After Last Bus Delivery	
Service Manual	2	30 Business days After Last Bus Delivery	
Bus System Drawings Manual (11x17 3-hole regular paper incl. air, elect, hyd, cooling, PLC HVAC layouts and schematics)	2	30 Business days After Last Bus Delivery	
TIV USB	2	30 Business days After Last Bus Delivery	USB Includes only NF Manuals plus OEM manuals below identified with ""
<b>Sub Total</b>			
<b>OEM Supplier Publications</b>			<b>This is for one XHE40 Option Build of 15 Buses Only</b>
<b>DESCRIPTION</b>	<b>QTY</b>	<b>CUSTOMER DELIVERY</b>	<b>COMMENTS</b>
<b>Siemens E-Drive Propulsion System OEM Vendor Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	Includes 1BD2016PEM Traction Drive Motors, Inverters, E-drive Controls and related components. *
ELFA2 System User Guide (Safety, Installation, Operation, Maintenance, Diagnostics and Parts information documents)	2	"	*
<b>Ballard HD85 Fuel Cell OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
FCveloCity HD85 Fuel Cell System User Guide	2	"	*
<b>XALT Energy ESS Battery OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
High Energy HV ESS System User Guide	2	"	*
<b>Vanner EBA500 OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
HV DC to DC System Owner's Manual	2	"	*
<b>EMP Cooling System OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
MH4 Cooling System Service Manual	2	"	*
MH4 Cooling System Troubleshooting Manual	2	"	*
<b>Thermo King HVAC OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Unit Operation & Maintenance Manual	2	"	*
Intelligaire III Controls Diagnostic Manual	2	"	*
<b>WABCO ABS System OEM Manual (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
ABS Maintenance Manual	2	"	*
<b>Hanover Destination Sign OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Operation & Maintenance Manual	2	"	*
<b>Valeo Cabin Heater OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Thermo DC200 Workshop Manual	2	"	*
<b>Safety Vision Video Surveillance System OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Hardware User Guide	2	"	*
Software User Guide	2	"	*
<b>Amerex Fire Supression System OEM Manual Set (includes only the following)</b>		With First Bus Delivery or Soon After Receipt from OEM Supplier	
V25ABC System Operation and Maintenance Manual	2	"	*
SafetyNet Controller Operation and Maintenance Manual	2	"	*
<b>Vansco Multiplexing System OEM Manual (includes only the following)</b>		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Hardware User Guides	2	"	*
Software User Guides	2	"	*

## **Tab 2, Publications**

### **New Flyer Response:**

Included in this section are details regarding our publications package. Publications are part of the bus price.



CONTRACT DELIVERABLES LIST		Warranty
CUSTOMER NAME	2020 LoNo (XHE40)	
BID NUMBER		
SR #		
CUSTOMER CONTRACT #		
CUSTOMER PO #		
LD DATE		
BUS MODEL	XHE40	
QUANTITY	1	
SPARES DELIVERY DATE		
LINE ENTRY		
DELIVERY START DATE		
DELIVERY END DATE		
SALES SPECIALIST		
PDM CO-ORDINATOR		
ENGINE		
AXLE		
TRANSMISSION		
ABS		
AIR CONDITIONING		
AUXILIARY HEAT		
PLC		
DESTINATION SIGNS		
AVL SYSTEM		

MAJOR COMPONENT DESCRIPTION	BASE AND EXTENDED WARRANTY		COMMENTS
	PROVIDER	YEARS	
Base Bus Warranty	New Flyer of America	1	Excluding scheduled maintenance items, acts of nature, or normal consumables
Basic Bus Structure	New Flyer of America	3	Body, and body structure shall consist of the components that are mechanically fastened or adhesively bonded or glued as part of the structure.
Chassis Structure (Integrity)	New Flyer of America	12	Consists of all components that are welded together to form the main frame (skeleton) and body construction. The structural integrity guarantee covers against a significant loss of structural integrity of the assembly or its functional performance due to non corrosion related failures.
Chassis Structure (Corrosion)	New Flyer of America	12	Consists of all components that are welded together to form the main frame (skeleton) and body construction. The corrosion guarantee covers against a significant loss of structural integrity of the assembly or its functional performance, resulting from a pertinent loss of cross-section due to corrosion caused by normal environmental elements but excludes corrosion caused by aggressive road de-icers such as Magnesium Chloride or equivalents, unless New Flyer approved preventative measures are taken.
Propulsion System	Siemens	6	Warranty covered by Siemens. All warranty claims to be submitted to New Flyer.
Hydrogen Fuel Cell	Ballard	6	Some limitations and exclusions may apply - Please see manufacturer's warranty document.
Hydrogen Fuel Cell Batteries	A123	6	Some limitations and exclusions may apply - Please see manufacturer's warranty document.
Axle (Front and Rear)	MAN	5	Excluding maintenance items & items that are not covered by the OEM's warranty. All friction materials are excluded from this limited warranty. Wear and third party items supplied with the axle (e.g. slack adjuster, seals and bearings, shocks, air bellows, radius rods, brake chambers) are not included in the 5 year warranty. Please see manufacturer's warranty document.
A/C	Thermo King	2	Some limitations and exclusions may apply - Please see manufacturer's warranty document. All repairs/warranty claims need to be handled through the local authorized repair facility.
Brake System	New Flyer of America	1	Friction Material Excluded
Destination Signs	Luminator	6	Some limitations and exclusions may apply - Please see manufacturer's warranty document. All repairs/warranty claims need to be handled through the local authorized repair facility.
Door Systems	Vapor	3	Excluding maintenance items & items that are not covered by the OEM's warranty
Air Compressor	Powerex	1	
Wheelchair Ramp	New Flyer of America	1	
Electrical System	Parker	3	Excluding maintenance items & items that are not covered by the OEM's warranty
LED Headlights	J.W. Speaker	6	Some limitations and exclusions may apply - Please see manufacturer's warranty document.
Paint	Axalta	5	
New Flyer Connect System	New Flyer of America	2	Covers the System and Subscription for 2 years.
Tires	New Flyer of America	2	New Flyer Industries Limited warrants the tires installed as original equipment on this vehicle only against defects in materials and workmanship which cause the vehicle to fail to comply with applicable U.S. and Canadian greenhouse gas emission limits ("Warrantable Emissions Failures"). This vehicle emissions limited express warranty relating to original equipment tires is valid for two (2) years or 24,000 miles whichever occurs first.